



# North Carolina District Review

January, 2006

## U.S. Small Business Administration North Carolina District

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## MOST ACTIVE LENDERS FY 2006 YTD

OCTOBER 1, 2005 THROUGH DECEMBER 31, 2005

### LENDERS

#### Large and National Banks

	7(a)	504	Total	\$ Amount Millions
1. Bank of America	81	0	81	\$2.1
2. Capital One Federal Savings	37	0	37	\$1.5
3. BB&T	22	2	24	\$4.6
4. Wachovia Bank	21	0	21	\$5.4

#### Community Express Lenders\*

1. Innovative Bank	62	0	62	\$0.6
2. Business Loan Express	34	0	34	\$0.9

#### Community Banks

1. Surrey Bank & Trust Company	14	0	14	\$1.3
2. The Fidelity Bank	2	2	4	\$2.4
3. Bank of Stanly	3	0	3	\$0.5

#### Small Business Lending Companies

1. CIT Small Business Lending Corp.	16	0	16	\$10.9
2. Self-Help Credit Union	7	0	7	\$ 0.4

#### Certified Development Companies

1. Self-Help Ventures Fund	6	6	\$2.2
2. Business Expansion Funding Corp.	4	4	\$0.8
2. Asheville-Buncombe Dev. Corp.	3	3	\$2.6

\*Only SBA CommunityExpress loans are tabulated in this category.

# HAPPY NEW YEAR!

## SAVE THE DATE – SBA LENDER'S CONFERENCE MARCH 7-8, 2006 IN WINSTON-SALEM

Mark your calendars! The NC Bankers Association (NCBA) is hosting an SBA Lenders Conference on March 7th and 8th, 2006 at the Winston-Salem Marriott. It's a great opportunity for new and experienced lenders to stay current on SBA Programs! Look in the NC Bankers Newsletter for more details. If you do not receive the newsletter, contact the NCBA at 919-781-7979 or Vickie Bowers, [vickie@ncbankers.org](mailto:vickie@ncbankers.org). For more information on the conference, e-mail Jon Campos, [jon@ncbankers.org](mailto:jon@ncbankers.org).

## NEW WEBSITE FOR SBA LENDERS TO MAKE REMITTANCES - PAY.GOV

Effective December 19, 2005, all Lenders doing business with the Small Business Administration (SBA) will be able to access a website (pay.gov) to make electronic remittances. The Pay.gov website address is: <https://www.pay.gov>.

Pay.gov is a free, secure, government-wide financial management transaction portal managed by the U.S. Department of the Treasury's Financial Management Service, developed in conjunction with the Federal Reserve Bank. It offers various on-line electronic financial services that the public can use for remitting payments and associated data electronically to federal agencies. Pay.gov is convenient, easy, and available 7 days a week - 24 hours a day. The Pay.gov website can be used by any Lender choosing to make payments for Loan Guarantee Fees or Care and Preservation of Collateral (CPC) Expenses.

Payments will be processed electronically by using either a checking or savings account debit processed through the Automated Clearing House (ACH). By accessing the "Find Public Forms" area of the website, Lenders will be able to complete Form 1544 (Lender Fee Payments) to schedule payments online.

Any payment processed through Pay.gov requiring a refund will be returned by check. SBA can receive but cannot make payments electronically through Pay.gov.

## LENDER TRAINING

**FEB 8**

### DEBUNKING 504 MYTHS

**Myth:** Why do I need to parcel out the loan to a CDC? There's enough collateral value in the real estate.

**REALITY:** A lender's loan loss reserve and total borrower exposure is reduced. A 504 loan provides a strong 50% LTV - which is critical if property values decline, or the building is a special purpose facility.

#### Want to know more about 504s?

Contact your SBA representative or your local Certified Development Company (CDC). For a list of CDC's visit [www.sba.gov/nc/nccdc.html](http://www.sba.gov/nc/nccdc.html).

The NC District Office will conduct Lender Workshops from 9:00 a.m. until 12:00 p.m. on the second Wednesday of each month at the Charlotte, Raleigh, Wilmington and Asheville offices. Contact your local representative to register. See phone list on page 1.

**No March training due to NCBA SBA Lenders Conference in Winston-Salem.**

### ON-SITE HELP AVAILABLE CALL US!

If your institution has decided to make a loan with the support of an SBA guarantee and you are unfamiliar with SBA forms or procedures, help is available. Contact your local representative (see page 1) to arrange a one-on-one meeting at your bank to guide you through the application.

## SBA POLICY CHANGES AND CLARIFICATIONS

[\*Purchase Requests for 7\(a\) Loans made through the STAR Program \(SBA Notice 5000-982\)\*](#)

READ ABOUT THESE AND OTHER IMPORTANT SBA UPDATES AT [WWW.SBA.GOV/BANKING](http://WWW.SBA.GOV/BANKING)

## FY 2005 LENDER RANKINGS OCTOBER 1, 2005– DECEMBER 31, 2005

Lenders	Total 7(a)	7(a) \$	504 Participation	504 Participation \$
Bank of America	81	\$ 2,097,500		
Innovative Bank	62	\$ 635,000		
Capital One	37	\$ 1,480,000		
Business Loan Center	34	\$ 904,000		
BB&T	22	\$ 3,946,300	2	\$ 620,000
Wachovia	21	\$ 8,600,100		
CIT	16	\$ 10,915,000		
Surrey Bank & Trust	14	\$ 1,329,900		
Banco Popular	7	\$ 4,865,700		
Self-Help Credit Union	7	\$ 373,300		
SunTrust	7	\$ 675,900		
Comerica	6	\$ 2,742,300		
Community West Bank	6	\$ 1,986,600		
Bank of Granite	5	\$ 1,369,500		
First Citizens Bank	4	\$ 1,002,000	5	\$ 1,142,465
Lehman Brothers	4	\$ 2,113,500		
Bank of Stanly	3	\$ 497,000		
First National Bank of Shelby	1	\$ 85,000		
First National Bank of the South	2	\$ 2,925,000		
Cabarrus Bank & Trust	2	\$ 150,000		
Fidelity Bank	2	\$ 1,278,000	2	\$ 1,073,000
RBC Centura	2	\$ 350,000	1	\$ 1,244,293
Unity Bank	2	\$ 881,500		
UPS Capital Business Credit	2	\$ 475,000		
Bank of Currituck	1	\$ 40,000		
Business Lenders LLC	1	\$ 150,000		
Carolina First Bank	1	\$ 1,000,000		
Community South Bank	1	\$ 1,420,000	1	\$ 2,569,500
Crescent State Bank	1	\$ 600,000		
FNB Financial Services	1	\$ 60,000		
Heritage Bank	1	\$ 395,500		
Horizon Bank	1	\$ 340,000		
Independence Bank	1	\$ 111,100		
New Century	1	\$ 421,200		
PNC Bank	1	\$ 200,000		
Sound Bank	1	\$ 60,000		
Southern Community Bank	1	\$ 143,570		
Stearns Bank	1	\$ 150,000		
United Midwest Savings Bank	1	\$ 305,000		
Waccamaw	1	\$ 220,000		
Wells Fargo	1	\$ 25,000		
Yadkin Valley Bank	1	\$ 130,000		
Zions Bank			2	\$ 2,054,000
GE Capital			2	\$ 3,244,997
Asheville Savings Bank			1	\$ 1,050,000
Bank of the Carolinas			1	\$ 2,200,000
Catawba Valley Bank			1	\$ 149,865
First American Bank			1	\$ 257,500
First Trust Bank			1	\$ 280,000
Lexington State Bank			1	\$ 297,500
Security National			1	\$ 875,000
Sterling Bank			1	\$ 945,000
United Community Bank			1	\$ 1,327,553
<b>Total 7(a)</b>	<b>367</b>	<b>\$ 57,449,470</b>		

**FY 2005 LENDER RANKINGS OCTOBER 1, 2005– DECEMBER 31, 2005**

<b><u>CDC 504 Loans</u></b>				
Self-Help Ventures Fund	6	\$ 2,159,000		
BEFCO	4	\$ 811,000		
Asheville Buncombe	3	\$ 2,606,000		
Wilmington Indus. Dev.	2	\$ 1,528,000		
Centralina	2	\$ 2,080,000		
Neuse River Dev.	2	\$ 2,435,000		
Smoky Mountain Dev.	2	\$ 1,257,000		
Northwest Piedmont Dev.	2	\$ 1,575,000		
Region E. Dev	<u>1</u>	<u>\$ 126,000</u>		
<b>Total 504</b>	<b>24</b>	<b>\$ 14,577,000</b>		
<b>Total Loan Volume for 1st Qtr.</b>	<b>391</b>	<b>\$ 72,026,470</b>		